

Message Text

UNCLASSIFIED

PAGE 01 STATE 119285

11

ORIGIN COME-00

INFO OCT-01 ARA-10 ISO-00 EB-07 /018 R

DRAFTED BY COM/OIM/SAD/WALE
APPROVED BY EB/OCA/REP/LAKLIEFORTH
COM/OIM/SAD/JEMURRIN
COM/OIM/LAD/BCAHILL
COM/OIM/DIR.OFC/RGARNITZ
COM/OIM/EM/GLAUSEN
ARA/ECP/DLACEY
ARA/LA/JSLATTERY
EB/OCA/BR/POCONNOR

----- 009295

R 212327Z MAY 75
FM SECSTATE WASHDC
TO AMEMBASSY BRASILIA
INFO AMCONSUL SAO PAULO
AMCONSUL RIO DE JANEIRO

UNCLAS STATE 119285

E.O. 11652 N/A

TAGS: BEXP, BR

SUBJECT: TRADE MISSION SCHEDULING AND LEAD TIME

REF: BRASILIA 3473

1. THIS RESPONDS TO PARA 3 REFTEL RE POST'S CONCERN OVER
USDOC SCHEDULING AND LEAD TIME OF CERTAIN SPRING 1975
TRADE MISSIONS.

2. WE BELIEVE THE THREE UNIDENTIFIED MISSIONS MENTIONED
AS PROGRAMMED INTO SAO PAULO DURING THREE-WEEK PERIOD IN
APRIL WERE ONE SPECIALIZED (U.S. CHEM. INDUS., APRIL 8-
13), ONE IOGA (ROCKY MT. STATES, APRIL 23-25) AND ONE
GROUP TRAVEL NON-IOGA (PA. STATE, APRIL 17-20).

3. COMMERCE STRIVES TO AVOID CLOSE SCHEDULING OF MISSIONS,
BUT DURING THE SPRING AND FALL TRAVEL SEASONS IN IMPORTANT
MARKETS SOME COMPROMISES ARE NECESSARY. IN THE CASE OF
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 STATE 119285

THE TWO OFFICIAL MISSIONS, THERE WAS A 10 DAY SPREAD. WE

HAD ATTEMPTED TO RE-SCHEDULE ROCKY MT. IOGA TO ANOTHER TIME PERIOD LATER IN THE SPRING, BUT THE ORGANIZERS BELIEVED THAT THE MISSION WOULD FALL APART IF ANY ADDITIONAL CHANGES WERE TO BE PROPOSED TO THE MISSION MEMBERS. THE NON-IOGA WHICH THE POST ACCEPTED FOR THE SAME PERIOD AS THE OFFICIAL MISSIONS HAD BEEN REFUSED IOGA STATUS BY COMMERCE BECAUSE (1) IT WAS IN DIRECT CONFLICT WITH THE ABOVE-NAMED OFFICIAL MISSIONS, AND (2) LEAD TIME WAS TOO

SHORT FOR EFFECTIVE NOTIFICATION OF POSTS. THE PA.

STATE GROUP INSISTED ON GOING AHEAD WITH ITS PLANS DESPITE COMMERCE WARNINGS OF POSSIBLE LITTLE OR NO SUPPORT FROM THE POSTS IN THE ABSENCE OF IOGA STATUS. COMMERCE PROVIDED POSTS WITH USUAL COURTESY NOTIFICATION; I.E., THAT PA. STATE GROUP WOULD BE PROCEEDING AS NON-IOGA WITHOUT COMMERCE COMMITMENT FOR POST ASSISTANCE. PA. STATE PEOPLE THEN CONTACTED POSTS DIRECT AND THEY REPORT HAVING RECEIVED A GREAT DEAL OF ASSISTANCE IN ARRANGING BUSINESS APPOINTMENTS, ETC., IN SPITE OF COMMERCE'S REFUSAL TO COMMIT SUCH ASSISTANCE.

4. USDOC IS AWARE THAT POSTS MAY HAVE PROBLEM IN DISTINGUISHING BETWEEN OFFICIAL AND UNOFFICIAL GROUPS BEFORE LOCAL BUSINESS COMMUNITY. HOWEVER, IF CONFLICT EXISTS BETWEEN AN OFFICIALLY SPONSORED MISSION AND AN UNOFFICIAL MISSION SUCH AS THE PA. STATE GROUP, COMMERCE URGES THAT OFFICIAL MISSIONS BE GIVEN UTMOST PRIORITY IN PROGRAMMING POST RESOURCES FOR SUPPORT. POST COOPERATION IN THIS RESPECT MOST IMPORTANT, SINCE COMMERCE INFORMS NON-IOGAS TO EXPECT NOTHING MORE THAN PERHAPS A POST BRIEFING, REGARDLESS OF WHETHER UNOFFICIAL GROUP CONFLICTS WITH AN OFFICIAL PROMOTION. IF POSTS PROVIDE SAME LEVEL OF SUPPORT TO ALL GROUPS, COMMERCE DEPRIVED OF LEVERAGE WITH WHICH TO CONVINCE ORGANIZERS OF ADVANTAGES OF IOGA FORMAT AND TREATMENT WHICH INCLUDES FOREIGN SERVICE ASSISTANCE ABROAD. RESULT WOULD BE ANOTHER PROLIFERATION OF UNOFFICIAL GROUPS USUALLY TOO LARGE, TOO ILL-PREPARED AND OFTEN COUNTER PRODUCTIVE.

UNCLASSIFIED

UNCLASSIFIED

PAGE 03 STATE 119285

5. FOR FUTURE OFFICIAL MISSIONS TO BRAZIL, COMMERCE WILL ENDEAVOR TO PROVIDE AMPLE SIX-WEEK INTERVAL SUGGESTED REFTEL. WE WILL CONTINUE TO TRY ENSURE THAT LITERATURE AND INFORMATION ON IOGA PARTICIPANTS REACHES POSTS IN TIME ALLOW COMMENTS ON SUITABILITY OF PRODUCTS TO MARKET, AND THAT FINAL COMPOSITION OF MISSION IS KNOWN IN TIME FOR PRINTING, PUBLICITY AND SCHEDULING OF

APPOINTMENTS. INGERSOLL

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 21 MAY 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975STATE119285
Document Source: CORE
Document Unique ID: 00
Drafter: OIM/SAD/WALE
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750179-0988
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750530/aaaabaqj.tel
Line Count: 116
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 BRASILIA 3473
Review Action: RELEASED, APPROVED
Review Authority: SmithRJ
Review Comment: n/a
Review Content Flags:
Review Date: 28 JUL 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <28 JUL 2003 by BalzMJ>; APPROVED <27 JAN 2004 by SmithRJ>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: TRADE MISSION SCHEDULING AND LEAD TIME
TAGS: BEXP, BR
To: BRASILIA
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006